



NEWS RELEASE

# Vectrus Announces Strong Third Quarter 2019 Results

11/5/2019

- REVENUE GREW 17% TO \$360 MILLION; ORGANIC REVENUE GREW 13% YR/YR

- DILUTED EPS OF \$0.80; ADJUSTED EPS(1) OF \$0.84 +14% SEQUENTIALLY

- ADJUSTED EBITDA MARGIN(1) OF 4.6% +40BPS SEQUENTIALLY

- STRONG CASH MANAGEMENT RESULTED IN CASH FROM OPERATIONS OF \$13 MILLION IN Q3

- REAFFIRMING 2019 GUIDANCE INCLUDING REVENUE GROWTH OF

+7% TO 9% AND DOUBLE-DIGIT  
GROWTH IN 2020

Company Release - 11/5/2019 4:05 PM ET

COLORADO SPRINGS, Colo., Nov. 5, 2019 /PRNewswire/ -- Vectrus, Inc. (NYSE:VEC) announced third quarter 2019 financial results for the quarter ended September 27, 2019.

"Vectrus momentum continued with sequential revenue and EPS growth on higher margin in the third quarter as our growth-related activities continue to generate results," said Chuck Prow, president and chief executive officer. "As expected, revenue growth is accelerating in the second half of the year, with our continued phase-in of new contracts diversifying our revenue base, increasing our market share with the Navy and the Air Force, and driving organic growth of 13% year-over-year. We achieved these results even as we continue to invest to support our growth, including LOGCAP V pre-operating activities, new enterprise systems, standardizing processes, strengthening supply chain, and driving efficiencies through Enterprise Vectrus."

"We are continuing to execute against our strategic growth initiatives and have won our first task orders as a prime contractor under the Army's ITES-3S and RS3 IDIQs, which expands our IT and network communications footprint with this client," said Prow. "We further expanded our geographic footprint with the recent awards of two contracts to provide services in the AFRICOM Area of Responsibility. Additionally, the recent acquisition of Advantor further strengthens our credentials as a leading provider of the operational technologies powering converged infrastructures with a presence at more than 2,000 client sites worldwide. More broadly, our activity in the market place remains strong with \$2.2 billion in bids submitted for new business, which will support our future growth."

### Third Quarter 2019 Results

Third quarter 2019 revenue of \$359.9 million, increased \$51.8 million or 17% compared to third quarter 2018. The increased revenue included organic growth of 13%, attributable mainly to increases from Middle East and European programs, and growth in the U. S. partly attributable to the third quarter 2019 acquisition of Advantor, which contributed \$10.2 million in the quarter.

EBITDA<sup>1</sup> was \$16.1 million or 4.5% margin for the third quarter 2019, compared to \$14.9 million or 4.8% margin in third quarter 2018. Adjusted EBITDA<sup>1</sup> was \$16.7 million or 4.6% margin for the third quarter 2019, compared to \$14.9 million or 4.8% margin in third quarter 2018. The third quarter 2018 adjusted EBITDA<sup>1</sup> and adjusted EBITDA margin<sup>1</sup> reflects a one-time 50 basis point benefit in the amount of \$1.4 million associated with the successful closure of an unresolved item on a closed contract.

Third quarter 2019 diluted EPS was \$0.80 compared to \$0.86 in third quarter 2018. Diluted EPS for the third quarter 2019 includes \$0.04 per share relating to M&A costs associated with the Advantor acquisition and LOGCAP V pre-operational legal costs. Excluding these costs, adjusted diluted EPS<sup>1</sup> for the third quarter 2019 was \$0.84. The company's effective tax rate in the third quarter 2019 was 24.8% which had a \$0.03 negative impact on diluted EPS.

Net cash generated from operating activities for the quarter ended September 27, 2019 was \$13.0 million, an \$8.5 million improvement compared to third quarter 2018. Days sales outstanding (DSO) was 62 days in the third quarter of 2019.

Total debt at September 27, 2019 was \$73.0 million, which was down \$3.0 million from \$76.0 million at September 28, 2018. Cash at quarter-end was \$41.1 million. As of September 27, 2019, total consolidated indebtedness to consolidated EBITDA<sup>1</sup> (total leverage ratio) was 1.04x.

Total backlog at September 27, 2019 was \$3.0 billion and funded backlog was \$807 million. Bookings in the third quarter of 2019 were approximately \$180 million. The trailing twelve-month book-to-bill was 1.0x as of September 27, 2019.

"Vectrus' growth accelerated in the third quarter, with revenue growth of 17%, of which 13% is organic, and adjusted EBITDA<sup>1</sup> grew 12%," said Susan Lynch, senior vice president and chief financial officer of Vectrus.

"Our ability to generate strong cash flow is an important characteristic of our business and net cash generated in the third quarter was \$13 million, an improvement of \$8.5 million dollars compared to third quarter 2018. Furthermore, I see pockets of opportunity to improve our already strong cash flow profile through working capital efficiencies," Lynch concluded.

#### Reaffirming 2019 Guidance

Prow continued, "We expect our momentum in 2019 to continue as we remain focused on the strategic execution of our growth and performance improvement initiatives. We remain confident in our 2019 guidance given our progress to date and believe that based on our new business pipeline and anticipated timing on LOGCAP V revenue, we are on track to achieve double digit revenue growth in 2020."

Prow concluded, "I'd like to thank our teams for the substantial progress we are making in transforming Vectrus into a higher value and differentiated platform and for their continued support to our servicemen and women in their critical missions around the globe."

Vectrus is using additional non-GAAP measures including adjusted operating income and margin<sup>1</sup>, adjusted EBITDA

and margin<sup>1</sup>, adjusted net income<sup>1</sup>, and adjusted diluted earnings per shares<sup>1</sup>. These non-GAAP measures remove the impact of expenses associated with M&A and LOGCAP V pre-operational costs and, in the Company's opinion, better reflect the underlying operations of the business.

Vectrus' 2019 guidance ranges are included in the table below and assume interest expense of \$6.0 million, operational capital expenditures of approximately \$10.0 million, depreciation and amortization expense of \$6.5 million, mandatory debt payments of \$4.5 million, a tax rate of 23.2 percent and weighted average diluted shares outstanding of 11.6 million at December 31, 2019.

Additionally, GAAP guidance includes M&A costs of \$2.6 million and LOGCAP V pre-operational costs of \$1.1 million, which are excluded from adjusted EBITDA<sup>1</sup>, adjusted net income<sup>1</sup>, and adjusted diluted EPS<sup>1</sup> measures.

---

\$ millions, except for EBITDA margins and per share amounts	2019 Guidance		2019 Mid	
Revenue	\$ 1,370	to \$ 1,390	\$ 1,380	
Adjusted EBITDA <sup>1</sup>	\$ 58.8	to \$ 62.2	\$ 60.6	
EBITDA Margin <sup>1</sup>	4.0	% to 4.2	% 4.1	%
Adjusted EBITDA Margin <sup>1</sup>	4.3	% to 4.5	% 4.4	%
Diluted Earnings Per Share	\$ 2.82	to \$ 3.05	\$ 2.94	
Adjusted Diluted Earnings Per Share <sup>1</sup>	\$ 3.06	to \$ 3.29	\$ 3.18	
Net Cash Provided by Operating Activities	\$ 38.0	to \$ 42.0	\$ 40.0	

The Company notes that forward-looking statements of future performance made in this release, including without limitation 2019 guidance, 2020 revenue growth and the LOGCAP V award are based upon current expectations and are subject to factors that could cause actual results to differ materially from those suggested here, including those factors set forth in the Safe Harbor Statement below.

#### Third Quarter 2019 Conference Call

Management will conduct a conference call with analysts and investors at 4:30 p.m. ET on Tuesday, November 5, 2019. U.S.-based participants may dial in to the conference call at 877-407-0792, while international participants may dial 201-689-8263. For all other listeners, a live webcast of the conference call will be available on the Vectrus

Investor Relations website at <http://investors.vectrus.com>. An accompanying slide presentation will also be available on the Vectrus Investor Relations website.

A replay of the conference call will be posted on the Vectrus website shortly after completion of the call and will be available for one year. A telephonic replay will also be available through November 19, 2019, at 844-512-2921 (domestic) or 412-317-6671 (international) with passcode 13694776.

Footnotes:

<sup>1</sup> See appendix for reconciliation.

About Vectrus

**Vectrus** is a leading global government services company with a history in the services market that dates back **more than 70 years**. The company provides **facility and base operations; supply chain and logistics services; information technology mission support; and engineering and digital integration services** to U.S. government customers around the world. Vectrus is differentiated by **operational excellence**, superior program performance, a history of long-term customer relationships and a strong commitment to their customers' mission success. Vectrus is headquartered in Colorado Springs, Colo., and includes about 6,700 employees spanning 129 locations in 22 countries. In 2018, Vectrus generated sales of \$1.3 billion. To learn about career opportunities at Vectrus, visit [www.vectrus.com/careers](http://www.vectrus.com/careers). For more information, visit the company's website at [www.vectrus.com](http://www.vectrus.com) or connect with Vectrus on **Facebook**, **Twitter**, and **LinkedIn**.

Safe Harbor Statement

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995 (the "Act"): Certain material presented herein includes forward-looking statements intended to qualify for the safe harbor from liability established by the Act. These forward-looking statements include, but are not limited to, all of the statements and items listed in the table in "Affirming 2019 Guidance" above and other assumptions contained therein for purposes of such guidance, other statements about our five-year growth plan, revenue (including 2020 revenue) and DSO, our credit facility, debt payments, expense savings, contract opportunities, bids and awards, including the LOGCAP V award, AFRICOM contracts and ITES-S3 and RS3 IDIQs, collections, business strategy, outlook, objectives, plans, intentions or goals, and any discussion of future operating or financial performance. Whenever used, words such as "may," "are considering," "will," "likely," "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "target," "could," "potential," "continue," "goal" or similar terminology are forward-looking statements. These statements are based on the beliefs and assumptions of our management based on information currently available to management. Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties that could cause actual results to differ materially from the results contemplated by the forward-looking statements, our historical experience and our present expectations or projections. These risks and

uncertainties include, but are not limited to: our dependence on a few large contracts for a significant portion of our revenue; competition in our industry; our mix of cost-plus, cost-reimbursable, and firm-fixed price contracts; our dependence on the U.S. government and the importance of our maintaining a good relationship with the U.S. government, our ability to submit proposals for and/or win potential opportunities in our pipeline; our ability to retain and renew our existing contracts; protests of new awards; including protests of the LOGCAP V award and task orders; any acquisitions, investments or joint ventures, including the integration of Advantor and other acquisitions into our business; our international operations, including the economic, political and social conditions in the countries in which we conduct our businesses; changes in U.S. government military operations; changes in, or delays in the completion of, U.S. or international government budgets or government shutdowns; government regulations and compliance therewith, including changes to the Department of Defense procurement process; changes in technology; intellectual property matters; governmental investigations, reviews, audits and cost adjustments; contingencies related to actual or alleged environmental contamination, claims and concerns; our success in expanding our geographic footprint or broadening our customer base, markets and capabilities; our ability to realize the full amounts reflected in our backlog; impairment of goodwill; our performance of our contracts and our ability to control costs; our level of indebtedness; our compliance with the terms of our credit agreement; subcontractor and employee performance and conduct; our teaming arrangements with other contractors; economic and capital markets conditions; our ability to retain and recruit qualified personnel; our maintenance of safe work sites and equipment; our compliance with applicable environmental, health and safety regulations; our ability to maintain required security clearances; any disputes with labor unions; costs of outcome of any legal proceedings; security breaches and other disruptions to our information technology and operations; changes in our tax provisions, including under the Tax Cuts and Jobs Act, or exposure to additional income tax liabilities; changes in U.S. generally accepted accounting principles, including changes related to Accounting Standards Codification Topic 606, Revenue from Contracts with Customers (ASC 606); accounting estimates made in connection with our contracts; the adequacy of our insurance coverage; the volatility of our stock price; our exposure to interest rate risk; our compliance with public company accounting and financial reporting requirements; timing of payments by the U.S. government; risks and uncertainties relating to the spin-off from our former parent; and other factors set forth in Part I, Item 1A, - "Risk Factors," and elsewhere in our 2018 Annual Report on Form 10-K and described from time to time in our future reports filed with the Securities and Exchange Commission. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

#### CONTACT:

Vectrus

Mike Smith, CFA

719-637-5773

---

VECTRUS, INC.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

	Three Months Ended		Nine Months Ended	
	September 27, 2019	September 28, 2018	September 27, 2019	September 28, 2018
(In thousands, except per share data)				
Revenue	\$ 359,854	\$ 308,095	\$ 1,017,371	\$ 949,744
Cost of revenue	325,537	278,964	921,685	865,078
Selling, general and administrative expenses	19,934	15,125	59,697	48,990
Operating income	14,383	14,006	35,989	35,676
Interest expense, net	(1,907)	(1,314)	(4,811)	(3,619)
Income from operations before income taxes	12,476	12,692	31,178	32,057
Income tax expense	3,094	2,826	7,088	6,884
Net income	\$ 9,382	\$ 9,866	\$ 24,090	\$ 25,173
Earnings per share				
Basic	\$0.82	\$0.88	\$2.11	\$2.25
Diluted	\$0.80	\$0.86	\$2.08	\$2.21
Weighted average common shares outstanding - basic	11,506	11,248	11,420	11,210
Weighted average common shares outstanding - diluted	11,678	11,406	11,566	11,380

## VECTRUS, INC.

## CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

	September 27, December 31,	
(In thousands, except share information)	2019	2018
Assets		
Current assets		
Cash	\$ 41,050	\$ 66,145
Receivables	254,796	232,119
Other current assets	22,588	15,063
Total current assets	318,434	313,327
Property, plant, and equipment, net	18,159	13,419
Goodwill	260,872	233,619
Intangible assets, net	15,934	8,630
Right-of-use assets	18,233	—
Other non-current assets	3,803	3,248
Total non-current assets	317,001	258,916
Total Assets	\$ 635,435	\$ 572,243
Liabilities and Shareholders' Equity		
Current liabilities		
Accounts payable	\$ 144,828	\$ 156,393
Compensation and other employee benefits	60,897	41,790
Short-term debt	5,500	4,500
Other accrued liabilities	39,524	22,303
Total current liabilities	250,749	224,986
Long-term debt, net	66,438	69,137
Deferred tax liability	50,560	55,358
Other non-current liabilities	19,353	1,462
Total non-current liabilities	136,351	125,957
Total liabilities	387,100	350,943

Commitments and contingencies

Shareholders' Equity

Preferred stock; \$0.01 par value; 10,000,000 shares authorized; No shares issued and outstanding	—	—
Common stock; \$0.01 par value; 100,000,000 shares authorized; 11,506,228 and 11,266,906 shares issued and outstanding as of September 27, 2019 and December 31, 2018, respectively	115	113
Additional paid in capital	77,766	71,729
Retained earnings	176,965	152,616
Accumulated other comprehensive loss	(6,511)	(3,158)
Total shareholders' equity	248,335	221,300
Total Liabilities and Shareholders' Equity	\$ 635,435	\$ 572,243

VECTRUS, INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	Nine Months Ended	
	September 27, 2019	September 28, 2018
(In thousands)		
Operating activities		
Net income	\$ 24,090	\$ 25,173
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation expense	2,395	1,078
Amortization of intangible assets	2,103	1,468
Loss on disposal of property, plant, and equipment	2	315
Stock-based compensation	5,952	3,410
Amortization of debt issuance costs	301	318
Changes in assets and liabilities:		

Receivables	(7,521)	(15,179)
Other assets	(5,820)	(5,669)
Accounts payable	(14,458)	(5,259)
Deferred taxes	(4,240)	(2,101)
Compensation and other employee benefits	17,863	5,002
Other liabilities	7,781	98
Net cash provided by operating activities	28,448	8,654
Investing activities		
Purchases of capital assets and intangibles	(14,440)	(6,115)
Proceeds from the disposition of assets	5,400	33
Acquisition of business, net of cash acquired	(43,963)	(36,855)
Net cash used in investing activities	(53,003)	(42,937)
Financing activities		
Repayments of long-term debt	(2,000)	(3,000)
Proceeds from revolver	226,000	138,000
Repayments of revolver	(226,000)	(138,000)
Proceeds from exercise of stock options	3,467	1,388
Payments of employee withholding taxes on share-based compensation	(768)	(803)
Net cash provided by (used in) financing activities	699	(2,415)
Exchange rate effect on cash	(1,239)	(1,171)
Net change in cash	(25,095)	(37,869)
Cash-beginning of year	66,145	77,453
Cash-end of period	\$ 41,050	\$ 39,584
Supplemental disclosure of cash flow information:		
Interest paid	\$ 4,363	\$ 3,241
Income taxes paid	\$ 5,076	\$ 11,222
Non-cash investing activities:		
Purchase of capital assets on account	\$ 394	\$ 1,374

## Key Performance Indicators and Non-GAAP Financial Measures

The primary financial performance measures we use to manage our business and monitor results of operations are revenue trends and operating income trends. In addition, we consider adjusted operating income, adjusted operating margin, adjusted net income, adjusted diluted earnings per share, EBITDA, adjusted EBITDA, EBITDA margin and adjusted EBITDA margin to be useful to management and investors in evaluating our operating performance for the periods presented, and to provide a tool for evaluating our ongoing operations. This information can assist investors in assessing our financial performance and measures our ability to generate capital for deployment among competing strategic alternatives and initiatives.

Adjusted operating income, adjusted operating margin, adjusted net income, adjusted diluted earnings per share, EBITDA, adjusted EBITDA, EBITDA margin and adjusted EBITDA margin, however, are not measures of financial performance under generally accepted accounting principles in the United States of America (GAAP) and should not be considered a substitute for operating income, operating margin, net income and diluted earnings per share as determined in accordance with GAAP. Reconciliations of these items are provided below.

"Adjusted operating income" is defined as operating income, adjusted to exclude items that may include, but are not limited to, transaction and non-recurring integration costs that impact current results but are not related to our ongoing operations.

"Adjusted operating margin" is defined as adjusted operating income divided by revenue.

"Adjusted net income" is defined as net income, adjusted to exclude items that may include, but are not limited to, other income; significant charges or credits that impact current results but are not related to our ongoing operations and unusual and infrequent non-operating items and non-operating tax settlements or adjustments, such as revaluation of our deferred tax liability as a result of the Tax Cuts and Jobs Act, and net settlement of uncertain tax positions.

"Adjusted diluted earnings per share" is defined as adjusted net income divided by the weighted average diluted common shares outstanding.

"EBITDA" is defined as operating income, adjusted to exclude depreciation and amortization.

"Adjusted EBITDA" is defined as EBITDA, adjusted to exclude items that may include, but are not limited to, transaction and non-recurring integration costs that impact current results but are not related to our ongoing operations.

"EBITDA margin" is defined as EBITDA divided by revenue.

"Adjusted EBITDA margin" is defined as Adjusted EBITDA divided by revenue.

---

(In thousands, except per share data)	Three Months Ended September 27, 2019 As Reported	M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	Three Months Ended September 27, 2019 As Reported - Adjusted	
Revenue	\$ 359,854			\$ 359,854	
Operating income	\$ 14,383	\$ 420	\$ 197	\$ 15,000	
Operating margin	4.0	%		4.2	%
Interest expense, net	\$ (1,907)			\$ (1,907)	
Income from operations before income taxes	\$ 12,476	\$ 420	\$ 197	\$ 13,093	
Income tax expense	\$ 3,094	\$ 104	\$ 49	\$ 3,247	
Income tax rate	24.8	%		24.8	%
Net income	\$ 9,382	\$ 316	\$ 148	\$ 9,846	
Weighted average common shares outstanding, diluted	11,678			11,678	
Diluted earnings per share	\$ 0.80			\$ 0.84	
Add:					
Depreciation and Amortization	\$ 1,683			\$ 1,683	
EBITDA	\$ 16,066			\$ 16,683	
EBITDA Margin	4.5	%		4.6	%

---

(In thousands, except per share data)	Three Months Ended September 28, 2018 As Reported	M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	Three Months Ended September 28, 2018 As Reported - Adjusted	
Revenue	\$ 308,095			\$ 308,095	
Operating income	\$ 14,006	—	—	\$ 14,006	
Operating margin	4.5	%		4.5	%
Interest expense, net	\$ (1,314)			\$ (1,314)	
Income from operations before income taxes	\$ 12,692	—	—	\$ 12,692	
Income tax expense	\$ 2,826	—	—	\$ 2,826	
Income tax rate	22.3	%		22.3	%
Net income	\$ 9,866	—	—	\$ 9,866	
Weighted average common shares outstanding, diluted	11,406			11,406	
Diluted earnings per share	\$ 0.86			\$ 0.86	
Add:					
Depreciation and Amortization	\$ 922			\$ 922	
EBITDA	\$ 14,928			\$ 14,928	
EBITDA Margin	4.8	%		4.8	%

---

(In thousands, except per share data)	Nine Months Ended September 27, 2019 As Reported	M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	Nine Months Ended September 27, 2019 As Reported - Adjusted
Revenue	\$ 1,017,371			\$ 1,017,371

Operating income	\$ 35,989	\$ 2,132	\$ 776	\$ 38,897	
Operating margin	3.5	%		3.8	%
Interest expense, net	\$ (4,811)			\$ (4,811)	
Income from operations before income taxes	\$ 31,178	\$ 2,132	\$ 776	\$ 34,086	
Income tax expense	\$ 7,088	\$ 469	\$ 173	\$ 7,730	
Income tax rate	22.8	%		22.8	%
Net income	\$ 24,090	\$ 1,663	\$ 603	\$ 26,356	
Weighted average common shares outstanding, diluted	11,566			11,566	
Diluted earnings per share	\$ 2.08			\$ 2.27	
Add:					
Depreciation and Amortization	\$ 4,498			\$ 4,498	
EBITDA	\$ 40,487			\$ 43,395	
EBITDA Margin	4.0	%		4.3	%

---

(In thousands, except per share data)	Nine Months Ended September 28, 2018 As Reported	M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	Nine Months Ended September 28, 2018 As Reported - Adjusted	
Revenue	\$ 949,744			\$ 949,744	
Operating income	\$ 35,676	1,669	—	\$ 37,345	
Operating margin	3.8	%		3.9	%
Interest expense, net	\$ (3,619)			\$ (3,619)	
Income from operations before income taxes	\$ 32,057	1,669	—	\$ 33,726	

Income tax expense	\$ 6,884	350	—	\$ 7,234
Income tax rate	21.5	%		21.5 %
Net income	\$ 25,173	1,319	—	\$ 26,492
Weighted average common shares outstanding, diluted	11,380			11,380
Diluted earnings per share	\$ 2.21			\$ 2.33
Add:				
Depreciation and Amortization	\$ 2,546			\$ 2,546
EBITDA	\$ 38,222			\$ 39,891
EBITDA Margin	4.0	%		4.2 %

---

(In millions, except per share data)	2019 Guidance High	M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	2019 Guidance High - Adjusted
Revenue	\$ 1,390	\$ —	\$ —	\$ 1,390
Diluted earnings per share	\$ 3.05	\$ 0.17	\$ 0.07	\$ 3.29
EBITDA	\$ 58.5	\$ 2.6	\$ 1.1	\$ 62.2
EBITDA Margin	4.2	%		4.5 %
(In millions, except per share data)	2019 Guidance Mid	M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	2019 Guidance Mid - Adjusted
Revenue	\$ 1,380	\$ —	\$ —	\$ 1,380
Diluted earnings per share	\$ 2.94	\$ 0.17	\$ 0.07	\$ 3.18
EBITDA	\$ 56.9	\$ 2.6	\$ 1.1	\$ 60.6

EBITDA Margin	4.1	%		4.4	%
(In millions, except per share data)	2019 Guidance Low		M&A Related Costs	LOGCAP V Pre-Operational Legal Costs	2019 Guidance Low - Adjusted
Revenue	\$ 1,370		\$ —	\$ —	\$ 1,370
Diluted earnings per share	\$ 2.82		\$ 0.17	\$ 0.07	\$ 3.06
EBITDA	\$ 55.1		\$ 2.6	\$ 1.1	\$ 58.8
EBITDA Margin	4.0	%		4.3	%

---

(In millions, except per share data)	Year Ended December 31, 2018 As Reported		M&A Related Costs	Non-recurring Return to Provision True-up <sup>1</sup>	Year Ended December 31, 2018 As Reported - Adjusted	
Revenue	\$ 1,279		\$ —	\$ —	\$ 1,279	
Diluted earning per share	\$ 3.10		\$ 0.10	\$ (0.16)	\$ 3.04	
EBITDA	\$ 52.1		\$ 1.5	\$ —	\$ 53.6	
EBITDA Margin	4.1	%			4.2	%

<sup>1</sup> One-time tax benefit

---

(In Thousands)	Three Months Ended September 27, 2019 As Reported		Advantor	Three Months Ended September 27, 2019 As Reported - Organic
Revenue	\$ 359,854		10,235	\$ 349,619

(In Thousands)	Three Months Ended September 28, 2018 As Reported	Three Months Ended September 28, 2018 As Reported - Organic	
Revenue	\$ 308,095	\$ 308,095	
Organic Revenue \$ Increase		41,524	
Organic Revenue % Increase		13	%

## SUPPLEMENTAL INFORMATION

Revenue by client branch, contract type, contract relationship, and geographic region for the periods presented below was as follows:

Revenue by Client	Three Months Ended				Nine Months Ended			
	September 27, 2019	% of Total	September 28, 2018	% of Total	September 27, 2019	% of Total	September 28, 2018	% of Total
(In thousands)								
Army	\$ 245,817	68 %	\$ 224,038	72 %	\$ 698,377	69 %	\$ 700,265	74 %
Air Force	86,557	24 %	64,278	21 %	227,081	22 %	189,954	20 %
Navy	13,344	4 %	8,567	3 %	45,249	4 %	26,912	3 %
Other	14,136	4 %	11,212	4 %	46,664	5 %	32,613	3 %
Total revenue	\$ 359,854		\$ 308,095		\$ 1,017,371		\$ 949,744	

Revenue by Contract Type	Three Months Ended				Nine Months Ended			
	September 27, 2019	% of Total	September 28, 2018	% of Total	September 27, 2019	% of Total	September 28, 2018	% of Total
(In thousands)								
Cost-plus and cost-reimbursable <sup>1</sup>	\$ 272,810	76 %	\$ 240,338	78 %	\$ 781,024	77 %	\$ 713,289	75 %
Firm-fixed-price	87,044	24 %	67,757	22 %	236,347	23 %	236,455	25 %
Total revenue	\$ 359,854		\$ 308,095		\$ 1,017,371		\$ 949,744	

<sup>1</sup> Includes time and material contracts

Revenue by Contract Relationship	Three Months Ended				Nine Months Ended			
	September 27,	% of	September 28,	% of	September 27,	% of	September 28,	% of
	2019	Total	2018	Total	2019	Total	2018	Total
(In thousands)								
Prime contractor	\$ 334,383	93 %	\$ 290,090	94 %	\$ 954,172	94 %	\$ 892,206	94 %
Subcontractor	25,471	7 %	18,005	6 %	63,199	6 %	57,538	6 %
Total revenue	\$ 359,854		\$ 308,095		\$ 1,017,371		\$ 949,744	

Revenue by Geographic Region	Three Months Ended				Nine Months Ended			
	September 27,	% of	September 28,	% of	September 27,	% of	September 28,	% of
	2019	Total	2018	Total	2019	Total	2018	Total
(In thousands)								
Middle East	\$ 244,142	68 %	\$ 223,636	72 %	\$ 695,626	68 %	\$ 662,734	70 %
United States	77,228	21 %	54,379	18 %	219,534	22 %	203,015	21 %
Europe	38,484	11 %	30,080	10 %	102,211	10 %	83,995	9 %
Total revenue	\$ 359,854		\$ 308,095		\$ 1,017,371		\$ 949,744	

View original content to download multimedia:<http://www.prnewswire.com/news-releases/vectrus-announces-strong-third-quarter-2019-results-300952217.html>

SOURCE Vectrus, Inc.